

## ANDREI NITA

London, UK | [nitaionutandrei@gmail.com](mailto:nitaionutandrei@gmail.com) | +44 789 867 9270 | [linkedin.com/in/nitaionutandrei](https://www.linkedin.com/in/nitaionutandrei)

---

### EXECUTIVE SUMMARY & CORE COMPETENCIES

Visionary Technology Leader specializing in Data and AI-driven SaaS and subscription intelligence platforms. Proven partner to CEOs and VCs, translating high-level growth strategies into scalable product architecture, robust investor-grade metrics (Series B–D), and high-performance engineering organizations.

- **10+ years** of scaling cloud-native platforms within high-growth, VC-backed environments.
  - **Expertise in:** Data/AI Strategy, SaaS Metrics (ARR, MRR, LTV, CAC), Cloud Cost Optimization (FinOps), Engineering Throughput, and Data Governance.
  - **Focus:** Accelerating product delivery, reducing infrastructure costs, and building data-driven operating models to support critical fundraising milestones.
- 

### EXPERIENCE

#### Chief Technology Officer (CTO)

McKenzie Intelligence Services – *B2B Geospatial Intelligence SaaS Platform*  
London | 2023 – Present

- Led Engineering, Data, and AI functions for a subscription-based platform serving governments, insurers, and financial institutions.
- **Drove a 300% increase in engineering delivery speed** through process optimization and automation, significantly accelerating roadmap execution.
- **Reduced cloud infrastructure costs by 60%** while simultaneously improving overall system scalability and performance.
- Defined and executed a strategic five-year technology and data roadmap, ensuring direct alignment with commercial growth objectives.
- Partnered with the Board and investors to align technology strategy with management information to support growth and valuation.

#### Director of Data & Analytics

Builder.ai – *VC-backed Hyper-growth AI SaaS (Series B–D)*  
London | 2019 – 2022

- Built and led the Data & Analytics division (from 1 to 15 professionals) during a rapid global scaling phase, covering engineering, BI, and data science.
- **Delivered investor-grade analytics** and Board-level dashboards covering all critical SaaS metrics (ARR, MRR, churn, LTV, CAC), directly supporting Series B–D fundraising

and improved performance forecasting.

- **Automated finance and product analytics workflows, reducing manual reporting by 75%** and redirecting team focus toward higher-value initiatives.
- Spearheaded key AI/ML initiatives, including the development of an AI-powered chatbot ("Natasha") and migration to a Neo4j Knowledge Graph.
- Architected scalable cloud infrastructure (AWS/Azure) designed to support hyper-growth and global operations.

### **Earlier Career**

London & Bucharest | 2012 – 2019

- Senior Data Engineer – Busuu
- Data Engineer – BBOX
- Middleware & Cloud Consultant – Oracle
- Infrastructure Specialist – IBM
- Electronics and Telecommunications Engineer - Renault

---

### **EDUCATION**

#### **University POLITEHNICA of Bucharest**

Master's Degree, Intelligent Systems

Bachelor's Degree, Electronics and Telecommunications Engineering